

PBZ

Private Business Zoom

1. Along with your upline, **schedule** your PBZ at a time that is convenient for *you*.
2. Use our proven scripts on the next page to invite guests. **Select** the script with which you are most comfortable. Practice that script until it feels like your words.
3. **Decide** how many guests you want to have on your PBZ.
4. **Invite** and confirm 2x as many **guests** as you wish to have attend. (life gets in the way, so typically only ½ show up).
5. **Make the calls.** Texts do not work. If the call goes to voicemail, leave the following message:
"Hi, _____. This is _____. Please give me a call back. Thanks!"
Keep it short and to the point. DO NOT explain why you are calling.
6. When you have them on the phone, be direct and to the point. Let them know you have just a few minutes and need to be quick.
7. If they are not open to other opportunities, ask them if they would be willing to be on the zoom to support you because you need to fill the zoom.
8. Be excited – Not pushy.
9. If they say yes, email or text the Zoom link to them and let them know you will also send them a reminder 15 minutes beforehand.

Launch

Hi, _____. I just have a minute, but I wanted to call and let you know I started a side business to help with _____. I'm having an **online launch** on ___Day/Date/Time_____ and would love for you to attend just to support me. I just need to fill the Zoom with _____ people so I can have a successful launch. It's a quick 30 minutes and you can watch from home! Can I count on you to help me out and attend?

Direct Approach

Hi, _____. I just have a minute, but wanted to ask if you keep your options open for making additional income, if it doesn't interfere with what you are already doing? I started a side business to help with _____. I'm working with an individual who is having massive success expanding an online business with essential services. We are having a Zoom on _____. Can I count on you to be there?

Indirect Approach

Hi, _____. I just have a minute, but I wanted to know if you know of anyone who keeps their options open for earning additional income if it doesn't interfere with what they are already doing?